

Kaplan Real Estate Practice Exam

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Herbert J. Bellairs David L. Kent California. Department of Real Estate Katherine A. Pancak Edith Lank California. Department of Real Estate Clinton P. Flick Roger Davenport Washburn Edith Lank David Cusic National Association of Real Estate Boards Filmore Galaty National Association of Real Estate Boards

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principles of real estate practice is a modern learning tool for the student preparing to enter the real estate business as a licensed professional the textbook contains the essentials of real estate principles law and practices taught in real estate schools and colleges across the country including all those fundamentals that real estate educators practicing professionals national testing services and state licensing officials agree are necessary for basic competence principles of real estate practice covers the national requirements for the initial 30 90 hours of classroom study or its equivalent mandated by state license laws across the country it has nearly 500 practice questions to test mastery of the content principles of real estate practice is tailored to the needs of the pre license student its examples and exercises are grounded in the authors fifty combined years in real estate education the textbook is designed to make it easy for students to learn the material and pass their real estate exam prepare students for numerous career applications stress

practical rather than theoretical skills and knowledge table of contents the real estate business rights in real estate interests and estates ownership encumbrances and liens transferring and recording title to real estate real estate leases land use planning and control legal descriptions real estate contract law agency listing agreements the brokerage business contracts for the sale of real estate real estate market economics appraising and estimating market value real estate finance real estate investment real estate taxation professional practices closings real estate licensing and regulation risk management property management real estate mathematics and formulas practice quizzes practice exam glossary of general real estate terms index we now offer state specific versions of principles of real estate practice for alabama arizona arkansas florida georgia illinois indiana maryland massachusetts michigan mississippi missouri new jersey nevada north carolina south carolina tennessee texas and virginia more coming soon

building on industry fundamentals this new edition provides the skills a student needs to build a successful real estate practice the text explores issues facing professionals including advertising qualifying prospects loan applications investment analysis competitive market analysis and using the internet in practice 493 pages 2004 copyright chapters include instructor note student enrichment exercises power point presentations chapter 1 getting started in real estate chapter 2 ethics fair housing and trust funds chapter 3 mandatory disclosures chapter 4 prospecting chapter 5 listing presentation package chapter 6 listing presentations chapter 7 servicing the listing chapter 8 advertising chapter 9 the buyer and the property showing chapter 10 obtaining the offer and creating the sales agreement chapter 11 from offer to closing chapter 12 real estate financing chapter 13 escrow and title insurance chapter 14a taxation chapter 14b taxation cont chapter 15 property management and leasing chapter quiz answer keys mini quizzes for all chapters mini quiz answer keys

modern real estate practice in pennsylvania has set the standard for real estate education in the state since its first printing in 1975 this text offers the most current information helpful illustrations and an easy to read format that has made this the most comprehensive and up to date principles text tailored for pennsylvania appendices include a math review sample exams and the complete licensing and registration act topics covered include real property and the law

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